

March 3, 2023

Dr. Benjamin Cotton
Commonwealth of Pennsylvania, Public School Employees' Retirement System ("PSERS")
5 North Fifth Street
Harrisburg, PA 17101

Re: Insight Partners XIII, LP

Aksia LLC ("Aksia"), having been duly authorized by Board of PSERS, has evaluated and hereby recommends, in line with PSERS' Investment Policy Statement, Objectives, and Guidelines, an amount not to exceed \$130 million in Insight Partners XIII, LP (the "Fund" or "Fund XIII").

Established in 1995 by Jeff Horing and Jerry Murdock, Insight Partners ("Insight" or the "Firm") is a New York-based growth equity manager focused on investing in software and software-enabled services businesses. Insight has a particular focus on software as a service ("SaaS") subscription-based business models with a high degree of recurring revenue. The Firm raised its first flagship fund in 1995 for \$15.9 million in commitments. Insight is currently owned and led by Managing Directors Jeff Horing, Deven Parekh, Jeffrey Lieberman, and Michael Triplett.

Fund XIII is expected to pursue the same investment strategy as its predecessor funds, investing in growth-stage software, software-enabled services, and internet businesses with a focus on SaaS business models. The Fund is expected to deploy \$15 million to \$500 million check sizes into at least 150 companies. It is anticipated that target companies will be rapidly growing, have an enterprise value between \$50 million and \$2 billion, and will be primarily based in North America; however, Insight has also historically also invested in companies located in Europe, Israel, and Australia.

We note that Insight has experienced rapid team growth over the past three years, expanding the team from 50 investment professionals during the fundraise of Fund XI, to 80 investment professionals during the fundraise of Fund XII, with now close to 120 investment professionals.

Aksia's recommendation is based upon the following analytical factors and is made within the context of PSERS' investment guidelines:

- Due diligence of the Fund's investment process, including a review of the sponsor, investment strategy, market positioning, investment personnel, and risk management;
 - Most recent investment due diligence review conducted October 2022
- Due diligence of the Fund's operations, including a review of its organizational structure, service providers, regulatory and compliance, and financial statement analysis;
 - Most recent operational due diligence review conducted September 2022
- Consideration of the Fund's strategy within the context of the current investment environment; and
- Consideration of the Fund's strategy as a component of PSERS' portfolio

This recommendation is given solely for the benefit of PSERS and cannot be relied upon by other investors considering an investment in the Fund, since their needs, objectives, and circumstances may not be identical to those of PSERS. Aksia manager recommendation memos should be reviewed with other Aksia due diligence materials, including the due diligence reports. This recommendation is made in the context of the attached Due Diligence Reports for the Fund. In addition, please consult your tax, legal and/or regulatory advisors before allocating to any private investment fund.

Please feel free to contact us should you have any questions about this recommendation.

Respectfully,



Thomas Martin
Partner, Head of Private Equity & Real Assets Research



Simon Fludgate
Partner, Head of Operational Due Diligence